

Message Text

UNCLASSIFIED

PAGE 01 DOHA 00247 080932Z

10

ACTION AID-59

INFO OCT-01 NEA-10 ISO-00 EB-07 IGA-02 HEW-06 CIAE-00

DODE-00 INR-07 NSAE-00 PA-02 USIA-15 PRS-01 SP-02

/112 W

----- 039701

R 080855Z MAR 76

FM AMEMBASSY DOHA

TO SECSTATE WASHDC 1318

INFO AMEMBASSY ABU DHABI

AMEMBASSY KUWAIT

AMEMBASSY MANAMA

AMEMBASSY MUSCAT

AMEMBASSY TEHRAN

UNCLAS DOHA 0247

FOR AID/SER/CFS

ALSO FOR W. KENDRICK, A/AID

DEPT FOR NEA/ARP

E.O. 11652: N/A

TAGS: EAID, QA

SUBJ: GOQ REQUEST FOR REIMBURSABLE ASSISTANCE IN HOSPITAL
MANAGEMENT AND PUBLIC HEALTH SERVICES

1. SUMMARY. GOQ DIRECTOR OF HOSPITALS HAS REQUESTED OUR
ASSISTANCE ON URGENT BASIS IN LOCATING PRIVATE US HEALTH SERVICE
FIRMS. FIRMS WILL BE ASKED TO SUBMIT TWO PART PROPOSAL TO GOQ,
FIRST FOR MANAGEMENT OF 640 BED HOSPITAL PRESENTLY UNDER CON-
STRUCTION AND SECOND FOR LONG TERM ASSISTANCE TO MINISTRY OF
PUBLIC HEALTH. REQUEST HAS BEEN REPEATED TO US BY AMIR'S
OFFICE DIRECTOR WHO SAID AMIR HIMSELF HAS ASKED FOR SPEEDY
IDENTIFICATION OF US FIRMS POSSESSING NECESSARY CAPABILITIES.
END SUMMARY.

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 DOHA 00247 080932Z

2. DURING MEETING WITH LOUIS BERGER TECHNICAL ASSISTANCE SURVEY

TEAM MEMBERS, GOQ DIRECTOR OF HOSPITALS STATED MINISTRY OF PUBLIC HEALTH WAS PREPARING LETTER REQUESTING PROPOSALS FROM MAJOR HEALTH SERVICE CONSULTANTS IN TWO AREAS: HOSPITAL MANAGEMENT AND LONG TERM ASSISTANCE IN PUBLIC HEALTH PLANNING AND PROGRAMS. LETTER WILL ASK FIRMS TO SEND EXPERTS TO QATAR FOR MEETINGS WITH PUBLIC HEALTH OFFICIALS AND SURVEY OF SITUATION AFTER WHICH PROPOSALS WILL BE PREPARED. DIRECTOR SAID TWO US FIRMS WOULD BE INVITED - WHITTAKER AND HOSPITAL CORPORATION OF AMERICA (HCA). HE STATED, HOWEVER, THAT BASED ON OBSERVATION OF PROJECTS THESE COMPANIES ARE UNDERTAKING IN SAUDI ARABIA, HE DOES NOT RPT NOT FEEL THEY ARE THE BEST US HAS TO OFFER IN FIELD. HE THEREFORE REQUESTED EMBASSY TO IDENTIFY OTHER US FIRMS WITH STRONG QUALIFICATIONS IN HOSPITAL MANAGEMENT AND AS PUBLIC HEALTH CONSULTANTS AND PROVIDE NAMES ASAP. FOLLOWING ARE AVAILABLE DETAILS.

3. HOSPITAL MANAGEMENT - A 640 BED HOSPITAL IS PRESENTLY UNDER CONSTRUCTION AND IS SCHEDULED FOR COMPLETION IN LATE 1978. GOQ WILL REQUEST THAT QUALIFIED FIRMS SUBMIT TWO PROPOSALS FOR MANAGEMENT OF HOSPITAL. FIRST WILL BE FOR PACKAGE MANAGEMENT CONTRACT (SIMILAR TO HCA CONTRACT AT KING FAYSAL HOSPITAL IN SAUDI ARABIA) UNDER WHICH FIRM WILL PROVIDE ENTIRE HOSPITAL STAFF WITH EXCEPTION OF CUSTODIAL AND OTHER UNSKILLED AND SEMI-SKILLED WORKERS. PROPOSAL SHOULD ALSO PROVIDE PLAN FOR TRAINING PROGRAM THAT WOULD GRADUALLY ENABLE QATARIS OR OTHER ARABS TO TAKE OVER STAFF POSITIONS. COMPANIES WILL ALSO BE ASKED TO PREPARE ALTERNATIVE PROPOSAL UNDER WHICH FIRM WOULD PREPARE JOB REQUIREMENTS FOR STAFF POSITIONS AND MANAGE HOSPITAL BUT GOQ WOULD BE RESPONSIBLE FOR ACTUAL RECRUITMENT.

4. ASSISTANCE IN PUBLIC HEALTH PROGRAMS - MINISTRY OF PUBLIC HEALTH HAS CONTRACT WITH LLEWELYN DAVIES AND PARTNERS (UK) FOR ASSISTANCE IN PUBLIC HEALTH FIELD, BUT DIRECTOR OF HOSPITALS INFORMED US THAT GOQ NOT RPT NOT HAPPY WITH LD PERFORMANCE AND NOW WANTS PROPOSALS FROM OTHER CONSULTANTS. DIRECTOR SAID INTERESTED FIRMS WOULD BE ASKED TO SEND EXPERT TO QATAR FOR COMPLETE SURVEY OF PUBLIC HEALTH PROGRAMS, PROBLEMS AND NEEDS AND THEN PREPARE PROPOSAL OUTLINING HOW COMPANY IS PREPARED TO ASSIST. DIRECTOR STRESSED THAT FIRMS WOULD NOT SIMPLY PICK UP WHERE LD LEFT OFF BUT WOULD BE EXPECTED TO MAKE INDEPENDENT EVALUATION OF

UNCLASSIFIED

PAGE 03 DOHA 00247 080932Z

PUBLIC HEALTH PROBLEMS AND PROPOSAL FOR DEALING WITH THEM.

5. GOQ IS ASKING FOR PACKAGE DEAL AND INTERESTED FIRMS MUST OFFER PROPOSALS FOR BOTH HOSPITAL MANAGEMENT AND PUBLIC HEALTH SERVICES.

6. DIRECTOR STATED THAT TRAVEL OF EXPERTS TO QATAR AND PREPARATION OF PROPOSALS WOULD BE AT COMPANY EXPENSE. HOWEVER, IN RESPONSE

TO INQUIRY, HE SAID THAT IF SMALLER BUT EXTREMELY WELL QUALIFIED FIRM WERE INTERESTED, GOQ MIGHT BE WILLING TO PICK UP TAB FOR EXPENSES.

7. ACTION REQUESTED: REQUEST AID/SER/CFS CONTACT TOP US FIRMS IN HOSPITAL MANAGEMENT AND HEALTH SERVICES FIELD, ADVISE THEM OF OPPORTUNITY AND CABLE US NAMES OF INTERESTED FIRMS. FIRMS WILL THEN BE CONTACTED DIRECTLY BY GOQ. WE HAVE BEEN INFORMED BY AMIR'S OFFICE DIRECTOR THAT AMIR HAS ASKED FOR PROMPT US RESPONSE TO THIS REQUEST AND WE WOULD APPRECIATE RESPONSE, EVEN PRELIMINARY OR NEGATIVE, WITHIN ONE WEEK.

8. FOR TEHRAN: WE RECOLLECT THAT A US FIRM IS PROVIDING HOSPITAL MANAGEMENT SERVICES IN IRAN. ASSUMING THIS IS NOT WHITTAKER OR HCA (THESE WILL BE NOTIFIED DIRECTLY BY GOQ), WOULD APPRECIATE IF YOU COULD INFORM FIRM OF OPPORTUNITY.
PAGANELLI

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: TECHNICAL ASSISTANCE, PUBLIC HEALTH, NATIONAL HEALTH SERVICE, HOSPITALS, ORGANIZATION & MANAGEMENT
Control Number: n/a
Copy: SINGLE
Draft Date: 08 MAR 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976DOHA00247
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760087-0076
From: DOHA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760385/aaaacxcs.tel
Line Count: 132
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION AID
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: ShawDG
Review Comment: n/a
Review Content Flags:
Review Date: 01 SEP 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <01 SEP 2004 by meiwc>; APPROVED <03 DEC 2004 by ShawDG>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: GOQ REQUEST FOR REIMBURSABLE ASSISTANCE IN HOSPITAL MANAGEMENT AND PUBLIC HEALTH SERVICES
TAGS: EAID, SWEL, QA, US
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006